Tyrone D. Smith

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Summary

Performance-driven analytics leader with over six years of experience working with Executives in cross-departmental roles focused on leveraging data to overcome organizational challenges and increase profitability. Self-starter with strong communication, team building, and project management skills. Recent project results include recovering $35M in loss revenue, increasing profitability by 11% for bulk items, and increasing coverage of product quality ratings by 300%.

Experience

Sr. Manager, Data Science & Analytics – Finance | Expedia | Seattle, WA   *Oct. 2022 – Current*
- Work with stakeholders to address reporting needs in response to evolving business models.
- Oversee career growth of direct reports and Jr. team members.
- Manage allocation of resources to drive company initiatives.

Business Analytics Manager – Merchandising | Zulily | Seattle, WA   *Aug. 2021 – Oct. 2022*
- Provide decision support to executives to drive P&L goals and manage risks.
- Work with stakeholders to address new reporting needs in response to evolving business model.
- Develop, execute, and manage analytics roadmap to improve data availability and consumption across the organization.
- Align company initiatives with team member professional development goals.
- Manage team capabilities in relation to organization current and future needs.
- Manage development of Adhoc reporting and various tools and dashboards.
- Led development of product quality and vendor performance scoring models.
- Led development of product fulfillment strategy.
- Serve as change agent to realign and support stakeholder focus on profitability.
- Manage cross departmental initiatives to…

Business Analytics Manager | Prime Clerk | New York, NY   *Aug. 2018 – Aug. 2021*
- Developed algorithm to predict new client revenue, client revenue life cycle, and per department workload.
- Built application to collect, transform and transfer payroll and billing data to our SQL database for 100+ remote employees.
- Managed the on-boarding of employees and vendors to payroll data collection application.
- Led team of analysts in the development and implementation of procedures to automate, simplify and improve the Extraction, Transformation, and Loading of data from multiple data sources to the finance department.
- Managed the reporting and analysis of key performance indicators across all departments.
- Authored various ad-hoc and production SQL queries and reports.
- Developed various dashboards and reports using Power Pivot and Power BI to help directors and executives explore data.
- Led monthly performance and analysis meetings with department heads and Chief Financial Officer.
- Worked closely with department heads to develop and implement data-driven solutions to department challenges.
- Worked closely with Chief Financial Officer to develop and maintain FP&A forecast models.

Corporate Finance Analyst | Prime Clerk | New York, NY   *Aug. 2016 – Aug 2018*
- Developed algorithm to recapture employee unbilled time resulting in $400K+ increase in revenue per year.
- Developed an algorithm to quantify employee burnout risks resulting in reduced employee turnover.
- Developed key performance indicators across all departments.

Education

The State University of New York, Buffalo, NY, BA: Theater; A.S: Engineering Science   *May 2008*

Technical Skills

Proficient in SQL, Python, VBA, VBS, Power BI, Tableau, Statistical Modeling and Discrete and Continuous Variable Machine Learning Algorithms including Linear and Logical Regression, Decision Tree/Random Forest, and Support Vector Machines.

Volunteerism / Community Support

Volunteer Board Member, ThisAbility Arts; Cycle for Survival (2016 – 2019)

Interests

Theater, Cycling, Machine Learning, Formula One Racing, Material Science, Astrophysics